

Two Third Party Telephone Scripts—To Set-up An Appointment

New IBO...

Hi (prospect's name) (small talk if necessary),
I'll tell you why I called... I'm with (mentor's name)
now who has just shown me an incredible project. I
thought you may want to have a look at it. Here, have a
talk (let me put you on) to (him/her/mentor's name).

Mentor...

Hello (prospect's name) nice to meet you.
(new IBO's name) tells me that you are ambitious and
looking for a way to create some great income. I don't
know you, but I would be willing to show you the project
that we are talking about. If you like what you see, we can
cut you in on the project. It will take me about 10 – 15
minutes. I can't promise you anything (prospect's
name). If you relate that is good, and if you don't that is
ok. I am available today, (can we meet) at (time) or
(time), which suits you better? Ok see you then at...
(time) at (address).

Deb's 3rd. Party Telephone Script:

Mentor...

"Hi (contact), this is (mentor's name) ;

You probably don't know me and...

We have a Mutual Friend in (new IBO's name)."

"Is this a convenient time to speak?"

"Great...The reason I called is on the recommendation of (new IBO's name) , who speaks very highly of you.

(He / She / They) mentioned you were Teachable & Ambitious. Is that true?"

"I have been fortunate enough to meet some very successful Business People. They specialize in helping specific people create secondary incomes, alongside what they're currently doing."

"May I ask a question?"

"Alongside working (for work place / at occupation) , Do you look at other ways to create additional income?"

Great...Based on that, I'd be willing to share with you a project that may benefit you.

We are all cashed up and are not looking for investors.

If you have a level of interest, we'll take it from there; if not OK."

"What's your diary/ roster/ like over the next couple of days to meet at a convenient coffee shop for 15-20 minutes?"

Note: Make the appointment.

"Great...I have confirmed you in my diary and will look forward to seeing you on _____ @ _____."

Use the following only if thought necessary...

"I'll be wearing a _____ jacket." Or swap mobile numbers.

"I'll reconfirm this appointment by SMS."

Note: Make this always the last thing said.